

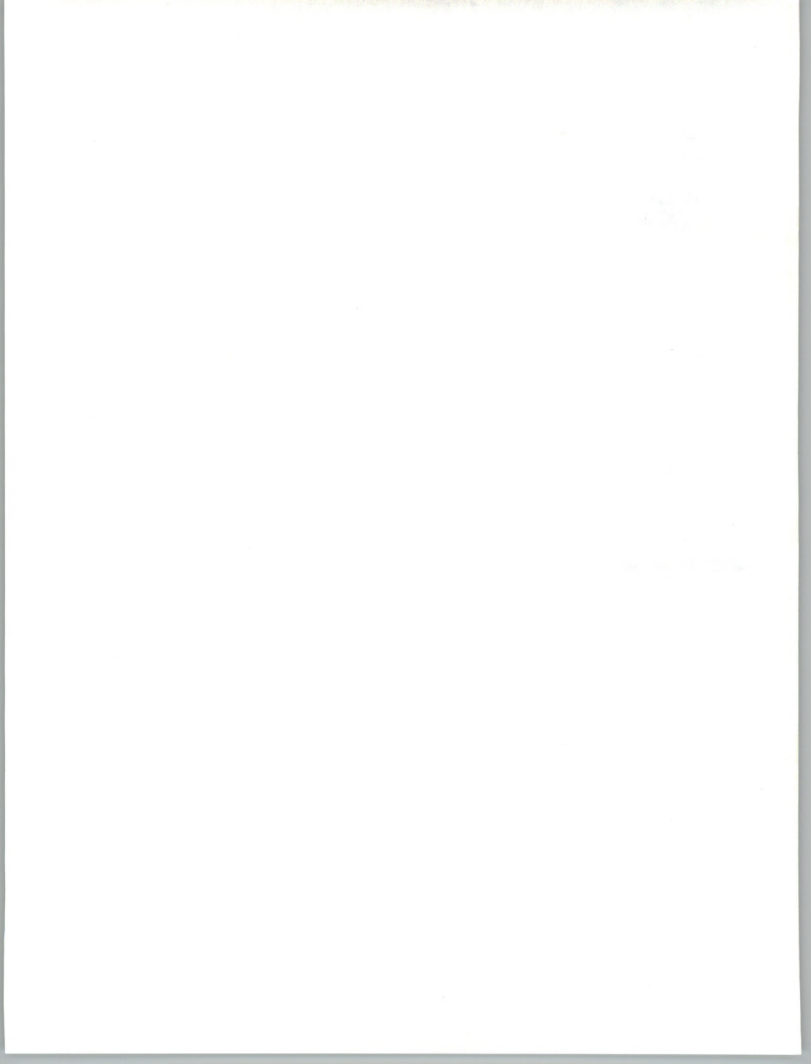
INPUT®

Federal Information Systems and Services Program

Federal Microcomputer Market, 1989-1994

A series of five horizontal lines of varying thicknesses, with the bottom-most line being the thickest and most prominent.

- Complete Market Analysis
- A New Study
- Available Immediately



FEDERAL INFORMATION SYSTEMS AND SERVICES PROGRAM

The *Federal Microcomputer Market, 1989-1994* report is one of a series of market analysis reports.

Other reports in the program include:

Federal Professional Services Market, 1989-1994

Federal Systems Integration Market, 1989-1994

Federal Computer Security Market, 1989-1994

Federal Software Products and Related Services Market, 1989-1994

Federal Processing Services and Operational Support Markets, 1989-1994

Defense Logistics Agency Information Services Market

The program also includes:

- Access to INPUT Consultants
- "Hotline" Inquiry Service
- Client Conference
- Federal Information Center

TECHNOLOGICAL TRENDS AFFECTING MICROCOMPUTER SYSTEMS

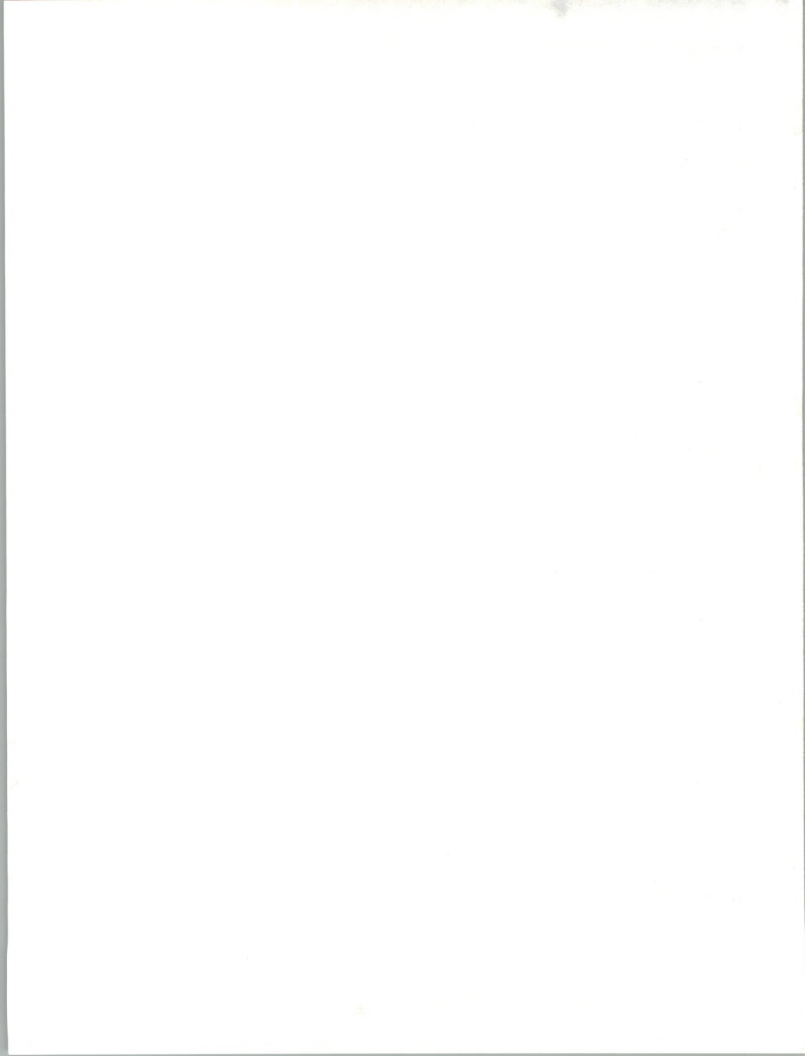
Trend/Factor	Rank*
Expanded network/LANs	1
Advancements in operating systems	2
Increased microcomputer capabilities	3
Improved imaging/graphics	4
Developments in artificial intelligence	5
Advancements in communications	6

*Rank based on frequency of mention by respondents

LARGER SYSTEM APPLICATIONS BEING DOWNSIZED TO MICROCOMPUTERS

Application	Rank*
Accounting	1
Inventory	2
Financial	3
Management systems	4
Data Entry	5
Information processing	6

*Rank based on frequency of mention



Federal Microcomputer Market, 1989-1994

The report presents INPUT's analysis of the federal market for microcomputers and discusses applications, and organizational, target, and software strategies. It also assesses the growth of government contracts for microcomputers and the impact on competition.

FEDERAL MICROCOMPUTER MARKET

- Introduction
- Executive Overview
- Market Analysis and Forecast
- Federal User Requirements and Trends
- Competitive Trends
- Key Opportunities

AGENCY PERSPECTIVE

Application Areas
UNIX and Ada Applications
Acquisition Plans and Preferences
Selection Criteria
Vendor Performance

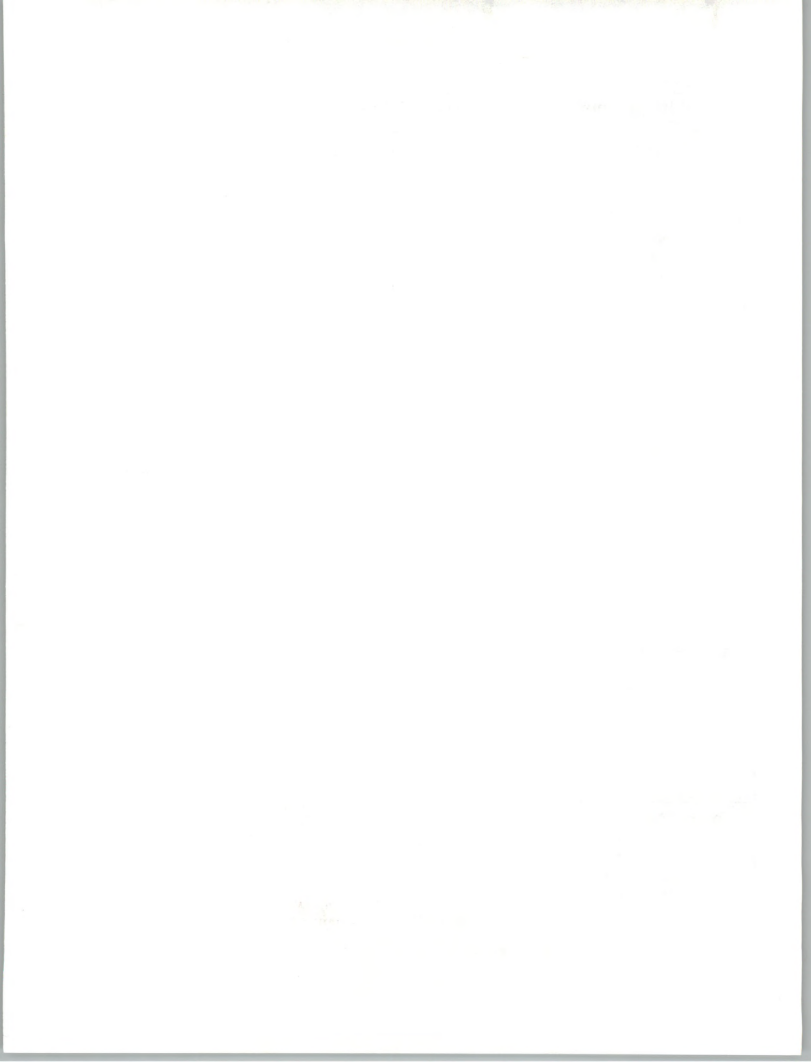
VENDOR PERSPECTIVE

Federal Market Perceptions
Applications Supported
Teaming Patterns
Software Environment
Trends Affecting Market

The changing federal microcomputer market has forced vendors in virtually all segments of the information services industry to reevaluate their position in the market, their overall competitiveness, and their product offerings. Vendors to this market need to be aware of the government's requirements for more versatile microcomputers to support a wide range of applications and the automation of government operations.

This report examines the views of the federal agencies and the vendor community regarding microcomputers as both a change from traditional information processing and an opportunity for accelerated productivity.

- The report presents data collected from government sources and leading vendors that analyzes the following:
 - Currently installed systems
 - Leading vendors
 - Strategies and market perceptions
 - Impacting trends and technology
- The data was collected by INPUT during 1989 and the report includes both federal microcomputer inventory estimates and a market forecast for 1989 to 1994.
- The information will permit marketing and operations executives and managers to assess their capabilities and competitiveness in this market.
- INPUT's assessment of agency requirements, competition, and evolving trends and issues provides market intelligence to assist existing or future microcomputer vendors in developing successful product strategies.



About INPUT

INPUT provides planning information, analysis, and recommendations to managers and executives in the information processing industries. Through market research, technology forecasting, and competitive analysis, INPUT supports client management in making informed decisions.

Continuous-information advisory services, proprietary research/consulting, merger/acquisition assistance, and multiclient studies are provided to users and vendors of information systems and services (software, processing services, turnkey systems, systems integration, professional services, communications, systems/software maintenance and support).

Many of INPUT's professional staff members have more than 20 years' experience in their areas of specialization. Most have held senior management positions in operations, marketing, or planning. This expertise enables INPUT to supply practical solutions to complex business problems.

Formed as a privately held corporation in 1974, INPUT has become a leading international research and consulting firm. Clients include more than 100 of the world's largest and most technically advanced companies.

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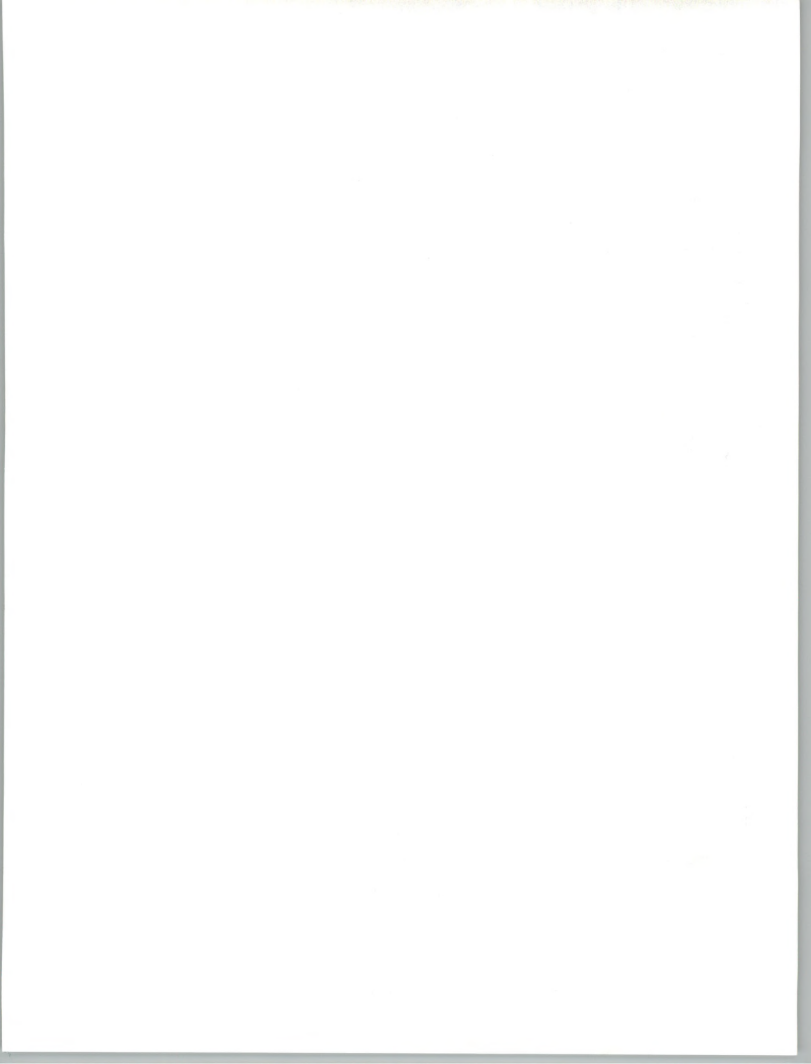
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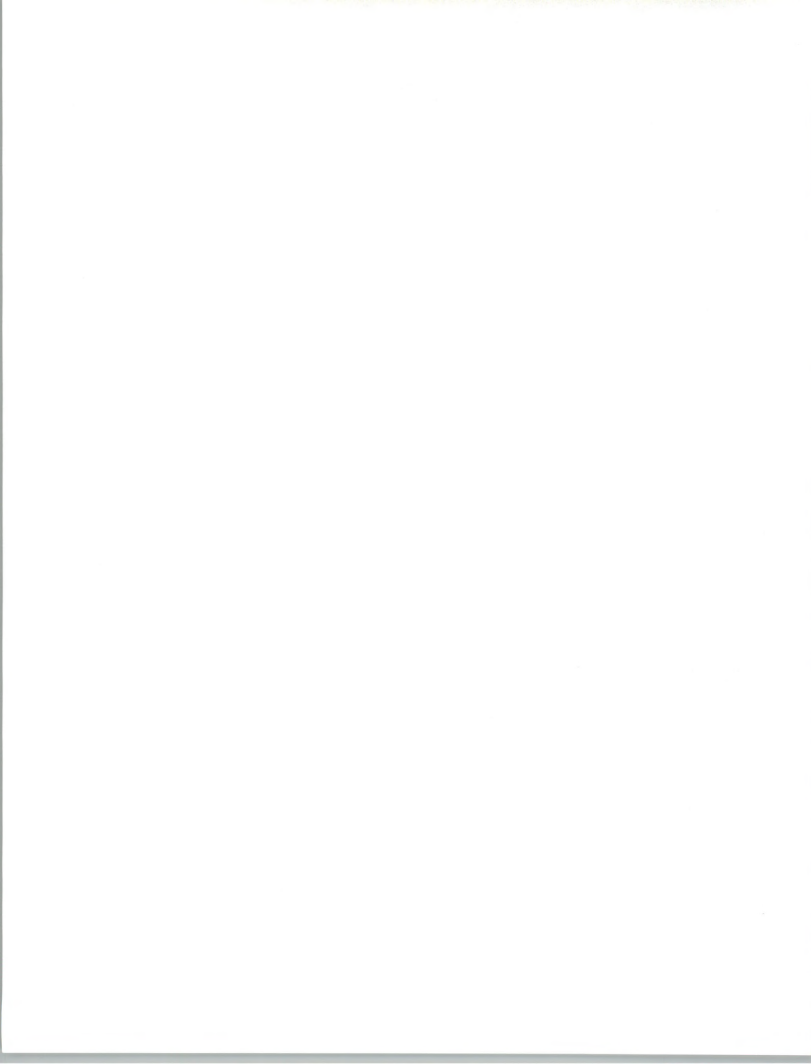
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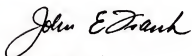
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John E. Frank
Vice President
Federal Information Systems and Services Program

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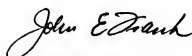
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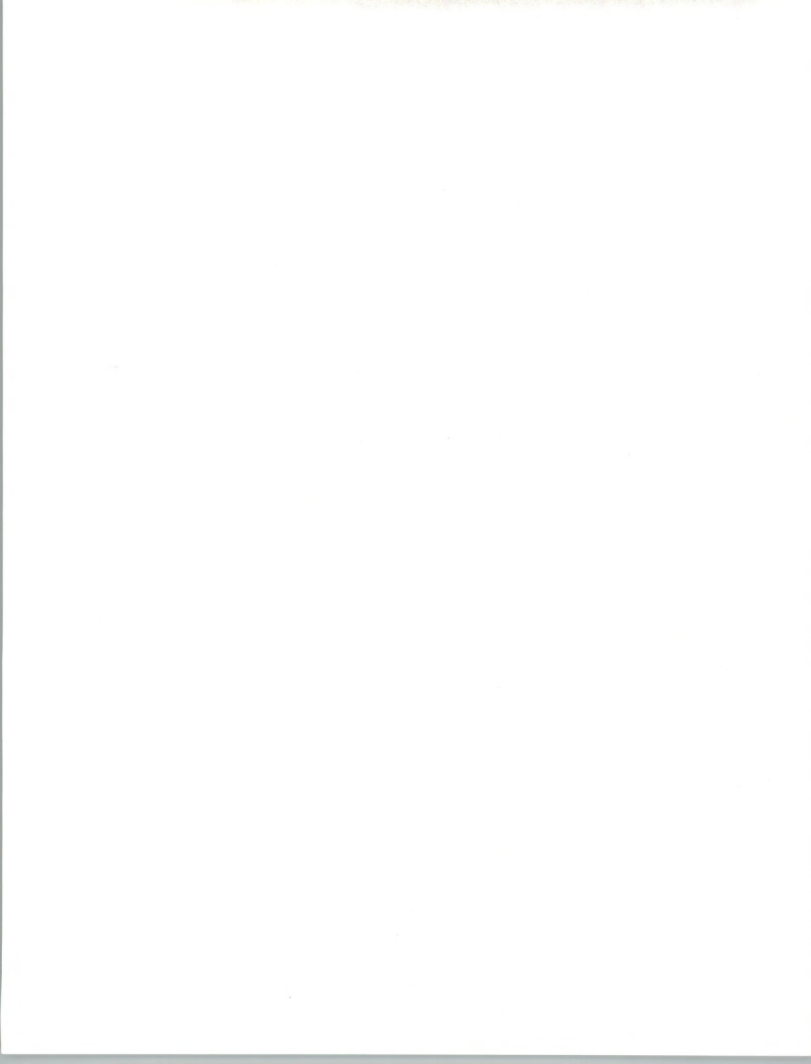
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